



United Space Alliance, LLC

STS-126 Nov. 14, 2008



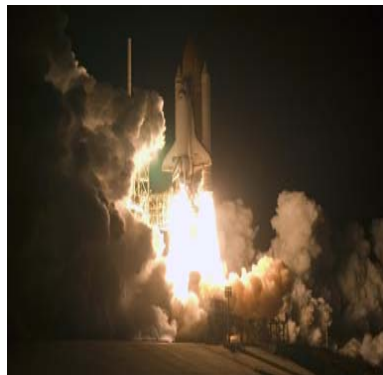
Who is United Space Alliance?

- One of the world's leading Space Operations companies
- Limited Liability Company formed in 1996 equally owned by The Boeing Company and Lockheed Martin Corporation
- USA's workforce supports multiple NASA Centers, with employees located in Florida, Alabama, California, Washington, D.C. and Russia as well as at various subcontractor plants throughout the United States and overseas landing sites
- The Space Program Operations Contract (SPOC), implemented October 1, 2006, following the conclusion of the 10-year Space Flight Operations Contract (SFOC) established USA as NASA's primary industry partner in human space operations, including the Space Shuttle and the International Space Station
- USA's mission continues on Constellation:
 - Lockheed Martin team - Orion Crew Vehicle
 - ATK team - Ares I first stage
 - Boeing team - Ares Upper stage team
- USA is ISO9001/AS9100 certified, OSHA Voluntary Protection Plan (VPP) Star Status

Small Business Partnering

--a Critical Role in Mission Success

- Small Business partnering comprises 29.6% of the subcontracting dollars spent since the inception of the SPOC contract
- USA contracts with more than 1,200 suppliers in 45 states
- Over \$2.3 billion has been spent on purchases from small businesses since the company's creation
- USA partners with small businesses who provide technical prowess, outstanding service, on-time delivery and quality products
- After all,



it is **ROCKET SCIENCE!**

USA's Commitment to Small Business

- **Small Business Administration Review**
 - Since 2003, USA's small business program has held the highest rating given (Outstanding) for the review of a company's Small Business Program
- **Leadership**
 - USA's President and CEO serves on the Houston Minority Business Council (HBMC) Executive Advisory Board
 - USA's Vice-President of Logistics and Materials has served as the Chair of the HBMC Board of Directors and remains on the Board in an active position
 - USA's Director of Procurement and Subcontracts serves on the Women's Business Enterprise Alliance Council (WBENC) Board of Directors
 - USA's FL Small Business Liaison Officer (SBLO) serves on the Florida Minority Supplier Development Council (FMSDC) Board of Directors
 - USA's FL SBLO serves on the US Dept. of Commerce funded Florida Minority Business Opportunities Center (FMBOC) as Vice-Chair of the Board of Directors
 - USA's TX SBLO serves as co-chair of the NASA/JSC SBLO Roundtable

USA's Commitment to Small Business

- **Awards**

- USA received the NASA/Kennedy Space Center Large Business – Commitment to the Small Business Program Award (2006)
- USA has been recognized by FMSDC as Corporation of the Year (2005, 2006)
- USA FL SBLO has been recognized as the Minority Business Enterprise Coordinator of the Year (2007) and received the highest award given, the Chairman's Award in 2007
- USA FL SBLO has been recognized by the FMBOC for Outstanding Leadership (2008)
- USA has been recognized by Houston Minority Business Council – Prime Supplier of the Year Award (2004, 2005, 2006), Corporate Innovation Award (2006) and Corporate Commitment Award (2005)
- USA VP of Logistics & Material and TX SBLO received HMBC's Helping Hand Award in 2006 and 2008, respectively
- TX SBLO received NASA/JSC Outstanding Contractor Support Award (2006)

USA's Commitment to Small Business

- **USA employs the most recognized Best Practices in their Small Business Program, including:**
 - Executive Commitment, and strong company commitment from the top down
 - Small Business Program involvement and acceptance organization-wide
 - Aggressive outreach program
 - Spend analysis
 - Measurement and monitoring
 - Active participation in local, state, and government councils/conferences
 - Reward and recognition Programs
 - Supplier, Technical and Buyer award programs
 - Mentoring and providing training to small businesses
 - Research ways to expand subcontracting opportunities
 - Demonstrates a passion for advocacy

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Supplier Relations—Our Role as an Integral Part of USA's Supply Chain Management

- **Coordinate motivational site visits to key suppliers**
- **Issue a supplier newsletter**
- **Manage the small business program for USA**
- **Conduct training for small businesses**
- **Conduct training for USA personnel on the program**
- **Conducts sourcing activities for business development actions and for existing competitive solicitations**
- **Represents USA at various small business events, both nationally and locally**
- **Communicates with our customers on deliverables, reports, and exchange of information for all parties' benefit**

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The Future is NOW!

NASA's Constellation Program continues work on the development of the Orion spacecraft that will return humans to the moon and prepare for future voyages to Mars and other destinations in our solar system. This artist's rendering represents a concept of the Orion spacecraft approaching the International Space Station in Earth-orbit. Image credit: NASA

How can you do business with USA?

Register

- Small Business Administration database: Central Contractor Registration (CCR)
www.ccr.gov
- Federal agencies and Federal prime contractors use this database for sourcing
- Know your (North American Industry Classification System (NAICS) Code

Research

- Know USA's business and what role you can play with our mission
- Start at www.unitedspacealliance.com
- Determine if your company and USA are a good fit (not always the case!)
 - Recognize that procurement trends can make first-tier relationships challenging to achieve unless:
 - You have a needed service or product
 - You can compete on an enterprise-wide (AL, FL and TX) level
 - You provide a product or service that is always purchased locally



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Relationships

- Look for opportunities to partner with USA on small business set-aside procurements
- Look for opportunities to partner with other small companies
- Network!
- Understand that even if you meet all the criteria of a good business partner for USA, there may not be an opportunity
- Stay visible and follow up periodically with your buying contact and the SBLO
 - Diligence will increase your chance for success
 - Keep your website and SBA profile updated
 - Add references and experience
 - Add keywords for those things that separate your company from others
 - Add a capabilities statement and any certifications that you have
 - Make sure contact information is up-to-date
 - Refresh your profile every 6 months